Simon Achterberg

Business Development Manager

Reading | 07700 900283 | simon.achterberg@example.com

Profile

Business development manager with nine years selling IT managed services to schools, councils and mid-sized companies, the last four winning new contracts. Finds and qualifies leads, negotiates multi-year contracts and keeps the new-business forecast for the board. Beat the new-business target in each of the last three years. Looking for a senior role leading a small business development team.

Experience

Business Development Manager, **Kennet Managed IT, Reading** **2022–present**

- Won £1.9 million of new contract value in 2025 against a £1.5 million target, from 14 new clients.
- Negotiated a five-year support and devices contract with a multi-academy trust of 11 schools, worth £620,000.
- Research local councils, trusts and companies to find opportunities, and book about 25 first meetings a quarter.
- Represent the company at four education and public sector shows a year, and run the follow-up campaign with marketing.
- Keep the monthly new-business forecast and present it to the directors.
- Run quarterly bid-writing workshops for the account managers.

Account Manager, **Kennet Managed IT, Reading** **2019–2022**

- Looked after 60 business clients and kept 93% of contracts on renewal.

Sales Executive, **Loddon Office Systems, Wokingham** **2017–2019**

- Sold printers and support contracts by phone and in person, and passed target in seven of eight quarters.

Qualifications

BA (Hons) Business Management, 2:1, **Avonmere University** **2014–2017**

Skills

- Lead research and qualifying
- Negotiating multi-year contracts
- Public sector bids and frameworks
- Pipeline forecasting in Salesforce
- Presenting to directors and buyers
- Training sales teams

Additional information

Full UK driving licence.